

Message Text

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FM AMCONSUL KARACHI

TO MR. ALAN C. DAVIS

VICE PRESIDENT

CHEMTEX OVERSEAS INC.

850 THIRD AVENUE

NEW YORK, NY 10022

CABLE: USACHEMTEX

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INFO SECSTATE WASHDC 8708

UNCLAS KARACHI 0418

E.O. 11652: N/A

TAGS: BGEN, PK

SUBJECT: CHEMTEX PROPOSAL FOR POLYSTER PLANT

FROM ALLAN FOR DAVIS

1. RE YOUR TELEX OF MARCH 4: I CONTACTED BIM AND WAS TOLD THAT YOUR TELEX CONTAINING REVISED PRICE FOR CHEMTEX PROPOSAL HAS BEEN RECEIVED. IN ADDITION, CABLE RECEIVED FROM DU PONT S SWISS OFFICE CONFIRMING THAT DU PONT TECHNOLOGY WOULD BE MADE AVAILABLE IN COLLABORATION WITH CHEMTEX IF SO DESIRED.

2. BID EVALUATION COMMITTEE REPORTEDLY MET MARCH 6, TO DISCUSS BIDS IN HAND. KNOWLEDGEABLE SOURCE REPORTS THAT MAJORITY COMMITTEE ATTEMPTED IMMEDIATE ELIMINATION OF ALL FIRMS OFFERING "SECOND LINE" BATCH PROCESS TECHNOLOGY AND PERMITTING ONLY ICI, TEIJN, HOECHST, AND ONE OTHER FIRM (NOT CHEMTEX) OFFERS TO BE CONSIDERED. MINORITY OF COMMITTEE SUCCESSFULLY DEFEATED THIS EFFORT AND ALL BIDDERS REMAIN IN COMPETITION.

3. SAME SOURCE ADVISES THAT CHEMTEX S BID OFFERING DU PONT TECHNOLOGY WILL NOT BE CONSIDERED WITH OTHER 4 FIRMS OFFERING
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"FIRST LINE" CONTINUOUS PROCESS TECHNOLOGY UNLESS ADDITIONAL

DETAILS ON COST BREAKDOWN ETC. ARE RECEIVED BEFORE MARCH 20.

4. ALTHOUGH REVISED PRICES ON PROPOSAL CONTAINING CHEMTEX TECHNOLOGY HAS BEEN RECEIVED, WE ARE INFORMED THAT EXTENSIVE ADDITIONAL DETAILS ON PRICE BREAKDOWN AND MACHINERY TO BE SUPPLIED MUST BE SUBMITTED BEFORE YOUR OFFER CAN BE CONSIDERED COMPLETE. IN ADDITION, WE ARE ADVISED THAT YOUR PRICE STILL APPROXIMATELY 10 TO 15 PERCENT HIGHER THAN ALL OTHER BIDDERS OFFERING "SECOND LINE" TECHNOLOGY. THEREFORE IT WAS RECOMMENDED THAT CHEMTEX PROVIDE REQUIRED ADDITIONAL DETAILS AND LOWER PRICES IF POSSIBLE BY MARCH 20 AT LATEST. THIS DEADLINE REPORTEDLY WILL NOT BE EXTENDED AGAIN.

5. INFORMED SOURCE ADVISED THAT CHEMTEX PROPOSAL WOULD BE GREATLY HELPED IF YOU WOULD FORWARD TO APPROPRIATE PARTIES ADDITIONAL LITERATURE ON CHEMTEX PLANTS IN THIS REGION WHICH HAVE BEEN BUILT AND ARE OPERATING SUCCESSFULLY., OF SPECIFIC INTEREST ARE YOUR VARIOUS PLANTS IN INDIA. ANY OTHER LITERATURE DESCRIBING ADVANTAGES OF CHEMTEX PROPOSAL, TYPE OF FOLLOW-UP SERVICE, RAW MATERIALS SUPPLY, ETC., YOU CAN PROVIDE IN SEVERAL COPIES WAS ALSO RECOMMENDED. VISIT BY CHEMTEX OFFICIALS IN NEXT SEVERAL WEEKS REPORTEDLY WOULD BE INEFFECTUAL WITHOUT AT LEAST SUBMISSION BID DETAILS ON WHICH YOUR REVISED PRICE IS BASED. IF SUCH DETAILS ARE FORWARDED BEFORE DEADLINE OF MARCH 20, HOWEVER, A VISIT BY CHEMTEX OFFICIALS TO DISCUSS OFFER INDIVIDUALLY WITH VARIOUS MEMBERS OF EVALUATION COMMITTEE MIGHT REPEAT MIGHT BE HELPFUL.

6. FOREGOING INFORMATION RESULT OF CONVERSATION WITH KNOWLEDGEABLE, SEEMINGLY RELIABLE SOURCES., THESE GENTLEMEN APPEAR SOMEWHAT PESSIMISTIC AS TO CHEMTEX S PROSPECTS UNLESS ADDITIONAL "PUBLIC RELATIONS" EFFORTS OF TYPE MENTIONED ABOVE UNDERTAKEN BY YOU. NEXT MEETING OF EVALUATION COMMITTEE REPORTEDLY SET FOR SOME TIME IN APRIL.
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